



USDA Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Template Version 2.08

Scheduled Report - Public distribution

Date: 9/28/2007

GAIN Report Number: GT7014

Guatemala

FAIRS Export Certificate Report

Annual

2007

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Report Highlights:

This report focuses on Guatemala's import requirements for export certificates to be valid and accepted in the country. The final objective of these data is to inform the foreign exporter about the various requirements embodied in the export certificates to avoid delays at port. Some export certificates must include small remarks or attestations whose absence can hold-up trade. The Certificate of Origin assures that Customs will apply preferential tariffs under CAFTA. Sections Updated: ALL.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
Guatemala City [GT1]
[GT]

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DISCLAIMER: The Office of Agricultural Affairs of the USDA/Foreign Agricultural Service in Guatemala City, Guatemala has prepared this report for U.S. exporters of domestic food and agricultural products. While every possible care has been taken in the preparation of this report, information provided may no longer be complete or precise as some import requirements are subject to frequent change. It is highly recommended that U.S. exporters ensure that all necessary customs clearance requirements have been verified with local authorities through your foreign importer before the sale conditions are finalized. **FINAL IMPORT APPROVAL OF ANY PRODUCT IS ALWAYS SUBJECT TO THE RULES AND REGULATIONS AS INTERPRETED BY THE COUNTRY OF IMPORT AT THE TIME OF PRODUCT ENTRY.**

I. List of All Export Certificates Required by Government (Matrix)

The Unit of Norms and Regulations of the Ministry of Agriculture (MAGA-UNR) is the official entity that will review all export certificates and issue an import license. All food products, fresh or processed, must have in place all their export certificates to receive MAGA-UNR's approval. If the product is processed, an additional registration procedure must be followed to acquire a permanent registration number (please refer to Guatemala FAIRS report GT7013). To receive the license, the following import documents will be required for any animal or vegetable product for food consumption:

- 1) Certificate of Origin (Issued by the official entity, sealed and signed) (see Appendix I of this report)
- 2) Sanitary and/or Phytosanitary Certificate (Issued by the official entity, sealed and signed by inspectors in the official list, ID of USDA, FDA or FSIS certified plants)
- 3) Commercial Invoice (Exporter, Recipient, Date, Invoice #, Product Description, Unit price, Net and Total Weight, Type of Exchange, CIF and FOB value).
- 4) Bill of Lading
- 5) Free Sale Certificate (Issued by the official entity from origin and must indicate the product is suitable for human consumption, if applicable)
- 6) Certificate of Analysis (Laboratory analysis with official seal, if not an official laboratory, for food products)

Copies of these documents must be sent to your Guatemalan representative to advance the import license process. If food products are to be exported, the law requires a legal representative in Guatemala, who needs to have:

- 1) Copy of the Sanitary License that accredits the company as an official importer;
- 2) Copy of the Certificate of Sanitary Registration of the exporting company, issued by official authority;
- 3) Copy of Eligibility Certificate of the country to export to Guatemala, if applicable (all plants under federal inspection are eligible as exporters)

The law requires inspections at the point of entry and at the wholesale and retail levels for the wholesomeness of the product. Natural foods, non-processed foods, raw materials and food additives do not require registration. For plant material imports not intended for human consumption, only the first 4 documents are needed.

Guatemala's Ministry of Economy published Ministerial Agreement No. 0573-2006 on October 17, 2006, which eliminates the need of a phytosanitary certificate as a requirement for both imports and exports, as a resolution (175-2006) from the Economic Integration Committee (COMIECO), for the following products and sub-products of vegetable origin:

- Vegetable Fats and Oils and Their Cleavage Products (Crude or Refined)
- Prepared or Preserved Vegetables, Fruits or Nuts
- Dried Vegetables, Fruits or Nuts
- Coffee, Tea, Mate and Species
- Cereals and Vegetable Products
- Raw materials used primarily in dyeing or tanning
- Prepared foods
- Miscellaneous Edible Preparations
- Beverages, Spirits and Vinegar

Whether a product is eligible to enter will depend upon a risk assessment of the exporting country taking into account the presence or absence of certain diseases in Guatemala. All fresh or processed animal products are considered high risk. Plants under high-risk category include: fresh or dehydrated medicine plants; ethnic, fresh and dried fruits; grains and

flours; ethnic and fresh vegetables; fruit and vegetable pulp either frozen or specially treated. For fresh vegetable products, considered in the high-risk category (please refer to Guatemala FAIRS report GT7013), a phytosanitary certificate needs to be included in addition of the Free Sales Certificate.

Guatemala's import requirements for the Sanitary and/or Phytosanitary Certificates are very strict. Export Certificate requirements are based on sanitary concerns according to the exporting country's SPS status. However, Guatemala has granted some concessions to the United States, since it is Guatemala's main trade partner and due to good government-to-government communications. In March 2006, Guatemala recognized U.S. food safety inspection system as equivalent. Therefore, for U.S. meats and products, the FSIS Certificate of Wholesomeness is valid as a Sanitary, Microbiological, and Free Sales.

Analytical certificates still need to be presented for all frozen and processed products. U.S. exports often require an "attestation" on the corresponding certificates. Following is a table describing, in detail, attestations required in Guatemala for some products. The complete list of microbiological and analytical requirements on the exports certificates can be found at:

<http://www.mspas.gob.gt/DGRVCS/DRCA/Iniciar.htm>

U.S. Origin or State	Product (s)	Title of Certificate	Attestation Required on Certificate	Purpose	Requesting Ministry
FLOURS AND OTHERS					
U.S., GEORGIA	Wheat Flour	Phytosanitary Certificate	Shipment is free of: <i>Cryptolestes ferrugineus</i> , <i>Cryptolestes pusillus</i> , <i>Liposcelis bostrychophila</i>	Quarantine	Agriculture – OIRSA
		Microbiological Certificate	Total bacterial count Feces coliforms (<i>E. coli</i>) Molds and yeasts counts <i>Salmonella</i> sp.	Health	Health - Food Control
		Certificate of Analysis	Moisture Gluten Histological elements Minerals (iron, calcium, potassium bromate) if bakery intended Folic acid, Niacin, Vitamins B1 and B2		
US	Rice Flour	Phytosanitary Certificate	Shipment is free of: <i>Ahasverus advena</i> , <i>Carpophilus hemipterus</i> , <i>Corcyra cephalonica</i> , <i>Cryptolestes ferrugineus</i> , <i>Cryptolestes pusillus</i> , <i>Liposcelis bostrychophila</i> , <i>Stegobium paniceum</i> , <i>Tribolium confusum</i> , <i>Trogoderma variabile</i>	Quarantine	Agriculture - OIRSA
U.S.	Oat Flour	Phytosanitary Certificate	Shipment is free of: <i>Ahasverus advena</i> , <i>Carpophilus hemipterus</i> , <i>Corcyra cephalonica</i> , <i>Cryptolestes ferrugineus</i> , <i>Cryptolestes pusillus</i> , <i>Liposcelis bostrychophila</i> , <i>Stegobium paniceum</i> , <i>Tribolium confusum</i> , <i>Trogoderma variabile</i>	Quarantine	Agriculture – OIRSA
		Microbiological Certificate	Total bacterial count	Health	Health – Ministry of Health
		Certificate of Analysis	Moisture Artificial dyes		

U.S.	Corn Flour	Phytosanitary Certificate	Shipment is free of: Ahasverus advena, Carpophilus hemipterus, Corcyra cephalonica, Cryptolestes ferrugineus, Cryptolestes pusillus, Liposcelis bostrychophila, Stegobium paniceum, Tribolium confusum, Trogoderma variabile	Quarantine	Agriculture – OIRSA
		Microbiological Certificate	Total bacterial count Feces coliforms (E. coli) Molds and yeasts counts Salmonella sp.	Health	Health – Ministry of Health
		Certificate of Analysis	Moisture Histological elements Minerals (iron, calcium, potassium bromate) if bakery intended Folic acid, Niacin, Vitamins B1 and B2		
U.S.	Corn Semolina	Phytosanitary Certificate	Shipment is free of: Ahasverus advena, Carpophilus hemipterus, Corcyra cephalonica, Cryptolestes ferrugineus, Cryptolestes pusillus, Liposcelis bostrychophila, Stegobium paniceum, Tribolium confusum, Trogoderma variabile	Quarantine	Agriculture - OIRSA
U.S.	"Lupul" extract	Phytosanitary Certificate	NONE	Quarantine	Agriculture - OIRSA
U.S.	Edible mushrooms	Phytosanitary Certificate	NONE – except for species name	Quarantine	Agriculture - OIRSA

U.S.	Dressings and mayonnaise, with milk and egg contents	Certificate of Analysis Certificate of Analysis	Molds and yeast count (for dressings) Salmonella sp. Staphylococcus aureus Cholesterol levels (in mayonnaise) Antioxidants Artificial dyes	Health	Health – Food Control
U.S.	Beef and products	FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness	<p><i>The bone in and/or boneless meat was not derived from the following specified risk materials: the brain, skull, eyes, trigeminal ganglia, spinal cord, vertebral column (excluding the vertebrae of the tail, the transverse processes of the thoracic and lumbar vertebrae, and the wings of the sacrum) and dorsal root ganglia of cattle 30 months of age and older, and the tonsils and distal ileum of the small intestine of any cattle regardless of age.</i></p> <p><i>The beef does not include advanced recovery meat or mechanically de boned beef.</i></p> <p><i>The feeding of ruminant protein (meat meal and bone meal) to ruminants is prohibited in the United States.</i></p> <p><i>The meat or meat byproducts were obtained from animals which were not stunned by means of gas injection in the cranial cavity, or cutting of the spinal cord by laceration of the central nervous tissue by means of introducing a sharp cutting instrument in the cranial cavity, or by a pithing process.</i></p>	Animal and Human Health	Agriculture
U.S.	Fresh poultry products	FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness	"The birds from which the meat was derived originated from farms located in a zone free of Newcastle disease and avian influenza as defined by OIE"	Animal health	Agriculture
U.S.	Cooked meat products (smoked meats and others)	FSIS Certificate Certificate of Analysis	<p>Salmonella sp. Staphylococcus aureus</p> <p>Nitrites and nitrates Starch or others Artificial dyes</p>	Health	Health – Food Control
U.S.	Raw meat products (just packed)	FSIS Certificate	<p>E coli O 157 H-7 Salmonella sp. Staphylococcus aureus</p> <p>Nitrites and nitrates Artificial dyes</p>	Health	Health – Food Control

U.S.	Canned meat	FSIS Certificate	Commercial Sterility	Health	Health – Food Control
U.S.	Sugar	Certificate of Analysis	Enriched with Vitamin "A" (IU) Sac arose content	Health	Health – Food Control
U.S.	Salt	Certificate of Analysis	Iodine content (ppm) Moisture Sodium chloride Ash	Health	Health – Food Control
U.S.	Dehydrated and liquid eggs	Microbiological Certificate	Total coliforms (in liquid) Staphylococcus aureus Salmonella sp.	Health	Health – Food Control
U.S.	Dehydrated milk	Certificate of Analysis Certificate of Analysis	Fatty acids profile Moisture Protein Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp.	Health	Health – Food Control
U.S.	Fluid milk (pasteurized and UHT)	Certificate of Analysis Certificate of Analysis	Fatty acids profile Artificial dyes (if flavored) Protein Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp. Listeria monocytogenes (pasteurized milk)	Health	Health – Food Control
U.S.	Fresh Cheeses	Certificate of Analysis Certificate of Analysis	Fatty acids profile Artificial dyes (if applicable) Protein Total coliforms (pasteurized only) Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp. Listeria monocytogenes	Health	Health – Food Control

U.S.	Cream, butter, and custards	Certificate of Analysis	Fatty acids profile Thickeners	Health	Health – Food Control
		Certificate of Analysis	Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp.		
U.S.	Ready-to-eat products	Certificate of Analysis	Salmonella sp. Feces coliforms (E. coli) Staphylococcus aureus	Health	Health – Food Control
U.S.	Bottled water	Certificate of Analysis	Iron Salts	Health	Health – Food Control
		Certificate of Analysis	Total bacterial count Total coliforms Feces coliforms (E. coli)		
U.S.	Fish and crustaceans raw and frozen packed	Certificate of Analysis	Preservants Organoleptic	Health	Health – Food Control
		Certificate of Analysis	Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp.		
U.S.	Fish and crustaceans, precooked, cooked, salted, and smoked	Free Sales Certificate	Preservants Organoleptics	Health	Health – Food Control
		Certificate of Analysis	Feces coliforms (E. coli) Staphylococcus aureus Salmonella sp.		

II. PURPOSE OF SPECIFIC EXPORT CERTIFICATE(S)

- 1) Certificate of Origin. Under CAFTA-DR, this certificate complies with customs requirements in order to receive preferential tariffs. A CAFTA-DR Certificate of Origin format can be found at: http://dace.mineco.gob.gt/mineco/cafta/doctos_cafta/Certificado%20de%20Origen%20DR-CAFTA%20.pdf. Under CAFTA-DR, a set of rules of origin has been included to promote trade among partners. The products will be granted the total preferential tariff if it is certified to be original from any of the trading partners within the CAFTA-DR agreement. If the origin of the product is variable (meaning the raw material was imported from a non CAFTA-DR country and processed in the U.S., for example, and re-exported), different tariffs will be applied accordingly.

- 2) Sanitary and/or Phytosanitary Certificate. The Sanitary and/or Phytosanitary Certificate is required by Ministries of Agriculture and Health to protect an importing country of bringing pests or diseases either in animal or vegetable materials, that the country is free or has been quarantined for. Guatemala used to have in place, before 2007, the requirement of a phytosanitary certificate even for processed food products, where the risk of transmitting a plant disease or pest was highly unlikely. Under new World Trade Organization (WTO) guidelines. A country's regulations and requirements for commerce must have scientific basis. Therefore, Guatemala, as many other Latin countries, has been going through a process of reviewing those requirements that lack of scientific basis and is fine tuning its requirements and attestations. Some products, like flours, extracts, or mushrooms, for example, should not need a phytosanitary certificate, but these products still have to come with this specific certificate and with the attestations shown in table in Section I. Exporters are greatly encouraged to ask their commercial partners or FAS-Guatemala to confirm the status of those requirements to avoid surprises at the port of entry. Government of Guatemala is making concerted effort to have those requirements updated and without modifications unless previously communicating officially to the WTO.
- 3) Free Sale Certificate. This certificate is issued by the official entity from origin and must indicate that the product is suitable for human consumption, if applicable. This certificate backs up the exporter as it indicates that the exporting company is complying with the country's regulations regarding wholesomeness, food quality, and food safety standards, in general.
- 4) Certificate of Analysis. This certificate proves that the product meets international or country standards regarding composition, quality, and food safety parameters. This certificate ALWAYS needs to be presented with the export product. Ministry of Health might deny the entry of a product that complies with all the documentation, but lacks the Certificate of Analysis. The Certificate of Analysis requires the chemical and microbiological analysis for many food products for food safety issues. Microbiological contaminants that are usually analyzed in food products, in general, are: feces coliforms, Escherichia coli, Vibrio cholerae, Salmonella sp., protozoan eggs and larvae, fungi and yeast. The chemical residues of main concern are: pesticide residues and mycotoxins (aflatoxins, ocratoxins, deoxinivalenes). This analysis can be part of the quality control system of the company, but must be officially sealed to be considered valid. Parameters for the chemical and microbiological analysis are based on CODEX standards. Most U.S. standards comply with CODEX regulations far beyond the minimums established. One must be sure, however to include the Certificate of Analysis, when needed, and confirm that it corresponds to the production period or export lot number of the product.

III. Specific Attestation Required on the Export Certificate

Each Export Certificate may have a series of specific attestations that are required, according to "risk-analysis" of the importing country. Attestations on the Sanitary and Phytosanitary Certificates are established by the Ministry of Agriculture. Attestations required on the Certificate of Analysis are set by the Ministry of Health. Each Ministry is responsible for authorizing the entry of a food product if it complies with its requirements. Compliance with one of the two ministries does not imply an import authorization. ALL paperwork and certificates need to be presented to clear Customs.

For high-risk category products, like meat, the Ministry of Agriculture has notified USDA of the country's requirements. Those requirements and attestations can be found at: <http://www.fsis.usda.gov/>. A copy of those requirements for poultry and beef products can be found in Appendix I of this report.

IV. Government Certificate Legal Entry Requirements

All original documents listed above need to accompany the product at the time of entry. The import license costs US \$ 13.50 (Q 100.00) and is valid for 30 days. If the product has not left the U.S. port, for any reason, and the 30 days have gone by since the license was issued, a revalidation can be obtained for US \$ 10.00 (Q 75.00), for an extra 30 days. The U.S. Certificates will be valid for 30 days. The certificate is unique for each shipment and does not apply to multiple shipments, though it applies for a consolidated shipment of different products for which the export certificate is valid.

Import procedures are readily available on-line at: http://www.maga.gob.gt/maga_portal/. This effort is not 100% in place yet, and therefore some products have come into the country without some of the requirements. Strict measures are being set and the exporter is greatly encouraged to fulfill all the requirements to avoid problems at port. The paperwork will first receive the approval of the Food Safety Department within MAGA-UNR, and if approved, will continue the process at the Phytosanitary or Sanitary Departments. If neglected, the submitted application will have a technical explanation of the problem and the shipment can be inspected and an evaluation diagnosis may be requested to reconsider the import of the product.

If the product enters another country before reaching the final destination, a Sanitary and/or Phytosanitary Certification of this intermediate country will have to be attached. Sanitary and Phytosanitary documents are the ones prone to problems due to: authenticity, identification and signature of inspectors, illegible seals, manufacture, alterations (no scratchings are permitted), lack of corresponding attestations referred to diseases of diagnostic tests and state or federal formats.

APPENDIX I.**A. Export Requirements for Guatemala** (<http://www.fsis.usda.gov/>)

Updated September 2007

Eligible/Ineligible Products**A. Eligible**

1. Poultry and poultry products.
2. Beef and beef products, including bone-in beef, boneless beef (including trimmings), edible offal (liver, heart, kidney, testicles, and salivary glands), and edible tallow with insoluble impurities not exceeding 0.15% by weight.

Documentation Requirements

- A. Red meat and red meat products - Obtain FSIS Form 9060-5--Meat and Poultry Certificate of Wholesomeness.
- B. Beef and beef products - Obtain FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness. The following statements must be included in the "Remarks" section of FSIS Form 9060-5 or on an FSIS letterhead certificate:
 1. *The bone in meat, boneless meat, and/or edible offal that were derived from animals born and raised in the United States or that were legally imported in accordance with U.S. import regulations.*
 2. *The bone in meat, boneless meat, and/or edible offal were derived from animals less than 30 months of age and slaughtered after May 1, 2004.*
 3. *The bone in and/or boneless meat was not derived from the following specified risk materials: the brain, skull, eyes, trigeminal ganglia, spinal cord, vertebral column (excluding the vertebrae of the tail, the transverse processes of the thoracic and lumbar vertebrae, and the wings of the sacrum) and dorsal root ganglia of cattle 30 months of age and older, and the tonsils and distal ileum of the small intestine of any cattle regardless of age.*
 4. *The beef does not include advanced recovery meat or mechanically de boned beef.*
 5. *The feeding of ruminant protein (meat meal and bone meal) to ruminants is prohibited in the United States.*
 6. *The meat or meat byproducts were obtained from animals which were not stunned by means of gas injection in the cranial cavity, or cutting of the spinal cord by laceration of the central nervous tissue by means of introducing a sharp cutting instrument in the cranial cavity, or by a pithing process.*
- C. Poultry and Poultry products - Obtain FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness.

The following statement must be typed in the "Remarks" section of FSIS Form 9060-5: *"The birds from which the meat was derived originated from farms located in a zone free of Newcastle disease and avian influenza as defined by OIE."*

- D. Signature on certificates - All required forms and supplementary statements must be signed by a veterinarian (name, degree, DVM or equivalent, and the District Number must be indicated following the signature).

Plants Eligible to Export

All Federally inspected establishments are eligible to export to Guatemala.

B. CAFTA-DR Certificate of Origin Format (attached)